

CIA Goes to College

Not-So-Secret Recruiters Use Soft Sell on Students

By Martin Weil

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Accredited courses in espionage are not offered at any of the 3016 colleges and universities in the United States.

Yet the Central Intelligence Agency, the supersecret mammoth of McLean, sends recruiters to some 100 or so of them.

Their avowed intention: To find scholars, not spies. They are looking for people who can make sense out of secrets.

They are trying to hire new members for a kind of secret advanced study institute on the Potomac, where spies tell it only to scholars, who tell it only to the President.

What they want is people who know anything and everything from anthropology to zoology.

'After Good People'

"We're after good people," Col. Stanley Grogan, agency spokesman, has said.

But the CIA's own recruiters said a few things more to college seniors across America this spring. And correspondents on campuses from coast

to coast interviewed those seniors.

Their reports to The Washington Post comprise the bulk of material that can be gathered on CIA recruiting.

A Princeton senior told a correspondent for The Washington Post that "They're (the CIA) after the campus intellectuals."

"The CIA wants experts," said the director of Boston's University's placement office.

CIA recruiters have their hand-caps—perhaps a few more than the average. Making students swear not to divulge what goes on in the interview tends to hamper word of mouth advertising.

Recruiter Picketed

Politically activist students picketed the recruiters last winter at Grinnell College in Iowa. Agency recruiters have been picketed before, elsewhere.

But despite its lack of fanfare, and despite occasional ostracism, CIA is, on the whole, a popular recruiter.

A fine-print notice in the Harvard Crimson, buried in a long column of similar notices of the coming of vari-

ous other recruiters, drew 22 Harvard students last spring.

At the University of Texas, said a placement official there, the CIA recruiter "never has any trouble finding people."

Last spring at the University of Colorado, 82 students showed up for interviews.

The CIA actually has a recruiting brochure, which suggests to prospective employees that some will get to serve their country in "far places."

Yet this hint of romance and adventure is not what attracts most of the people.

Wide Appeal

A veteran placement officer put this way:

"Anytime you have an employer who can use so many different kinds of people, the turnout is bound to be large. Most corporations and government agencies hire people who have a specific major."

The subjects are few that fail to interest the CIA. When CIA recruiters visited Boulder, for example, this is who they wanted to see:

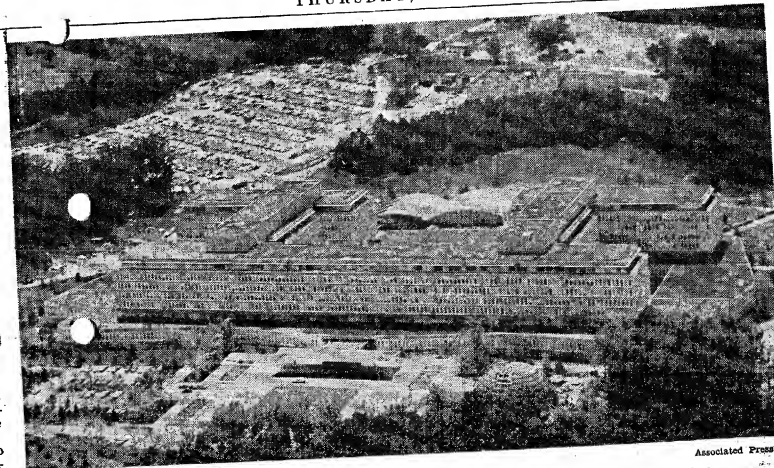
See CIA, F7, Col. 1

The Washington Post

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GENERAL NEWS
COMICS

F1



Associated Press

CIA recruiters scour U. S. colleges for scholars equipped to analyze agents' reports.

CIA—
From FI

CIA On Lookout for Scholars With Many Skills

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"People with any degree in electrical engineering, engineering physics, applied mathematics, physics, modern languages, (especially Slavic or Oriental), economics, history, international affairs, and geography."

They also wanted to interview law students, and graduate students in business administration, aeronautical engineering, mechanical engineering and chemistry. (All must be American citizens, of course.)

Lists on other campuses have been similar, with occasional additions or deletions.

To many people reading a list like this, it might appear that the agency was taking the longwinded way of saying it would take anybody, regardless of what he studied, so long as he is a good security risk.

ity, thoroughness and self expression."

When asked by a puzzled student whether a researcher needed to be all that, he confessed that he probably did not.

But, he hinted, there were indeed some other jobs which might test the mettle of just such paragons . . .

For the research jobs, enough. The recruiter at Berkeley said that about 10 per cent of his applicants were girls.

But outside of these more mundane jobs, the opportunities for girls seem to dwindle.

A bright Sophie Newcomb College senior didn't think the man had much at all for her.

"He kept looking at his watch," she explained.

Another girl had much the same story. "He said I could be a secretary in some foreign country. To me it was uninteresting. To him it seemed like some kind of super-secret big deal."

In general, Agency recruiters, while they do take care to drop the proper hints, are decidedly soft-

sell, and don't do much arm-twisting.

The recruiter at Yale didn't go much beyond the fact that he himself "liked" the CIA.

Students at Princeton found the recruiter surprisingly genial and soft-spoken.

Even more surprise registered by student Tulane.

"He did not look like a recruiter," they said. "He did not have the usual clothes for a recruiter. He had on a gray shirt, green tie, and blue coat. These made him stand out among

the other interviewers at the placement office.

"He seemed very uncool, unsophisticated, more like a grandfather image."

CIA recruiters may react quickly when someone mentions the Bay of Pigs, or some of the recent popular boos of the Agency.

The recruiter at Pomona advised students to find out about the CIA by reading Allen Dulles's books and not those of "irresponsible, self-seeking journalists."

One such, he said, was the "Invisible Government."

"It makes me indignant,"

he said, dismissing the book by declaring that the CIA was not a government, and not invisible.

The Agency's move onto the college campus, and thus, into the public eye, is far from a renunciation of its traditional policies of secrecy.

It is unusual when the recruit does not ask the student to sign an oath pledging not to divulge the contents of the interview.

At one time, it was CIA's hope that it would not have to reveal to the entire campus, through placement

office listings, that it was recruiting.

Recruiters at the University of Colorado once listed themselves only as "government representatives." They stopped the practice after finding that nobody was that interested in talking to "government representatives."

Sometimes the recruiter will hand out applications at the interview session. Other times, he mails them. They travel through the mails in unmarked stationery.

When a Boston College

senior got a letter asking if he was still interested in "working for our agency," he wondered "whose agency?"

Still another indication that the agency believes in security in its recruiting was observed recently by a Princeton senior.

He began to quiz a fellow student, who he knew had talked to the CIA interviewer.

It wasn't long before he got a call from Washington telling him that his activities were contrary to the national interest.

Tailor-Made Jobs

But while the loyal and true part is important, the grab-bag impression is not accurate. The agency, however, does claim to have tailor-made jobs for people in each of these fields.

An electrical engineering major at Tulane was told that he could be set to work helping the government develop listening devices. Or he might be called on to inspect foreign nations' plans for such devices and other apparatus. This student the impression that the Agency kept a catalogue of every radio set, vacuum tube and electric light bulb in every foreign country, and that he might be needed to help keep it up to date.

A girl in the Boston area, inclined toward political science, was told in an interview that she could be put to work writing biographies of all the important officials of some single significant foreign country. As events occurred, she would revise her sketches. When agency officials were about to leave for overseas, she would tell them who was who.

Foresters Needed

Even a forester may have a desk waiting for him at CIA headquarters in McLean. After all, many foreign countries have both trees and forests. And other countries have been known to photograph these known forests, looking for what's below the foliage, foliage or camouflage. They can read aerial photographs.

To a scholar who wants something different, some one who wants a job, money, vacations sick leave, regular hours, the CIA may hold a certain attraction.

But for the true scholar, a major drawback is the question of publication. Prestige and the lifehood of scholarship is the lifehood of a Harvard, a recruiter candidly admitted. At Harvard, a student that he was interviewing work for an Agency that won't let your friends and colleagues in the scholarly world see and read what you have done.

For the President

One recruiting brochure says: "It's the agency's role to collect, digest, collate and interpret . . . the information which the President of the United States must have . . ."

On the next page: "To serve the President . . ."

And the one after that: "In its service to the President . . ."

And finally: " . . . search for information needed by the President . . ."

In a photograph appearing in another brochure, one CIA chief John McConaure is seen in his limousine, briefcase in hand. Another CIA recruiter is the chance to see the world. Not infrequently, recruits talk of orientation tours abroad as part of training programs.

Seldom do they discourage the notion that foreign travel may be entailed in almost any job at the Agency.

Big Drawing Card

As a Tulane senior described the interview, "The overseas trip was his big drawing card, and he flashed it often."

But when agency recruiters carry out a career full of "excitement" there is a strong likelihood that their hearers do not believe they're talking of long assignments in libraries.

The recruiter who visited Harvard alluded to "field work," and undefined activity which could be engaged in only after an apprenticeship spent in Washington.

Another oblique hint of a career beyond research was given by the recruiter at the University of California. He began to describe the person he was looking for as one with "perception, knowledge, understanding of people, leadership potential, judgment, initiative and energy, inquisitiveness and imagination, balance, emotional stability and flexibility."